

Message Text

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PAGE 01 THE HA 01227 091611Z
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CIAE-00 INR-07 LAB-04 NSAE-00
PA-02 SIL-01 USIA-15 PRS-01 /051 W
-----091615Z 088049 /50
P R 091529Z MAR 77
FM AMEMBASSY THE HAGUE
TO SECSTATE WASHDC PRIORITY 0026
USDOC WASHDC PRIORITY
INFO AMEMBASSY BONN

UNCLAS THE HAGUE 1227

USDOC CALL FIELD, EXTENSION 5373, IMMEDIATELY ON RECEIPT

BONN FOR IMC COLOGNE

E.O. 11652: N/A
TAGS: BEXP, NL
SUBJECT: USG PAVILION AT PETROTECH '78, AMSTERDAM

REFS: (A) FIELD/GUEST TELECON, MARCH 4, 1977; (B) HEISER/HARARY
TELECONS, MARCH 7 AND 8, 1977; (C) THE HAGUE 0795.

1. PETROTECH MANAGEMENT HIGHLY PLEASED WITH USDOC'S POSITIVE
DECISION TO PARTICIPATE IN SUBJECT EVENT.

2. AT HIS REQUEST, RAI DEPUTY DIRECTOR, W. BAAS, MET COMMERCIAL
COUNSELOR THIS MORNING. HE REITERATED MANAGEMENT'S DESIRE TO
COOPERATE WITH USG. BESIDES LIST OF 25 AMERICAN COMPANIES
INTERESTED IN PARTICIPATION IN PETROTECH ALREADY FORWARDED TO
WASHINGTON (PARA 10.C, REF C), HE GAVE US NAMES OF FOLLOWING
THREE ADDITIONAL COMPANIES INTERESTED IN PETROTECH: BETTIS
CORPORATION, P.O. BOX 14689, HOUSTON, TEXAS 77021 (CONTACT:
JACK C. SCHAFF); GEARHART OWEN IND. INC., P.O. BOX 1936,
FORT WORTH, TEXAS 76101 (CONTACT: CHESTER V. BOGLE); AND IRONITE
PRODUCTS CO., 10 FOX INDUSTRIAL PARK, MADISON, ILLINOIS 62060
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(CONTACT: IRWIN FOX). USDOC MAY WISH TO FOLLOW-UP WITH THESE
FIRMS.

3. BAAS STATED PURCHASE OF SPACE MAKING EXCELLENT PROGRESS.
HE ADDED PETROTECH PLACING INSTITUTIONAL ADS IN SEVERAL SPECIAL-
IZED TRADE JOURNALS IN U.S., FRANCE, GERMANY, U.K., AND OF
COURSE NETHERLANDS. FOR U.S., FOUR MAGAZINES CARRYING ADS:

OIL AND GAS JOURNAL; HYDROCARBON PROCESSING; OFFSHORE; AND WORLD OIL. HE STATED THAT TO ASSIST PARTICIPANTS, MANAGEMENT WILL MAKE AVAILABLE FREE OF CHARGE QUOTE UNLIMITED UNQUOTE NUMBER OF VISITOR TICKETS, AS WELL AS PROMOTIONAL BROCHURES. EXHIBITORS NAMES COULD BE STAMPED ON ABOVE DOCUMENTS. PETROTECH WILL UNDERTAKE MAILING CAMPAIGN TO 25,000 SELECTED POTENTIAL VISITORS IN MANY COUNTRIES. FYI: PETROTECH WILL HOLD A QUOTE EUROPEAN PETROLEUM CONFERENCE UNQUOTE WHICH WOULD COVER RANGE OF TOPICS, INCLUDING ECONOMICS OF PETROLEUM AND PETROCHEMICAL ACTIVITIES; INDUSTRY FINANCING PROBLEMS; STORAGE; OFFSHORE AND ONSHORE REPAIRS, ETC. THIS IS QUOTE FIRST UNQUOTE SUCH CONFERENCE TO BE HELD IN TANDEM WITH EXHIBITION IN EUROPE. IT WILL BE CHAIRED BY PROMINENT DUTCH PERSONALITY AND ITS ADVISORY BOARD WILL INCLUDE TOP OFFICIAL OF THE INTERNATIONAL ENERGY OFFICE PARIS, DIRECTOR GENERAL OF U.K. OFFSHORE OPERATORS, DIRECTOR OF DUTCH INDUSTRIAL COUNCIL OF OCEANOLOGY, CHAIRMAN OF FEDERATION OF EUROPEAN PETROLEUM EQUIPMENT MANUFACTURERS (SEE PARA 5, THE HAGUE 0700), AND OTHER EUROPEAN PERSONALITIES. THIS FACET OF PETROTECH WILL BE PUBLICLY ANNOUNCED IN MAY. END FYI.

4. BAAS READILY AGREED NOT REPEAT NOT TO CHARGE USG FOR CORRIDOR SPACE BUT TO LIMIT USG PAYMENT TO AREA OF ABOUT 600 SQUARE METERS.

5. WE ARE AWAITING CABLE CONFIRMATION OF COMMERCE POSITIVE DECISION, AS WELL AS AUTHORIZATION TO RESERVE SPACE AT PETROTECH '78.
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Message Attributes

Automatic Decaptioning: X
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Current Classification: UNCLASSIFIED
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Sent Date: 09-Mar-1977 12:00:00 am
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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Disposition Remarks:
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Executive Order: N/A
Errors: N/A
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From: THE HAGUE
Handling Restrictions: n/a
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SAS ID: 3156509
Secure: OPEN
Status: NATIVE
Subject: USG PAVILION AT PETROTECH '78, AMSTERDAM
TAGS: BEXP, NL
To: STATE COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/6cbfd1ba-c288-dd11-92da-001cc4696bcc
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